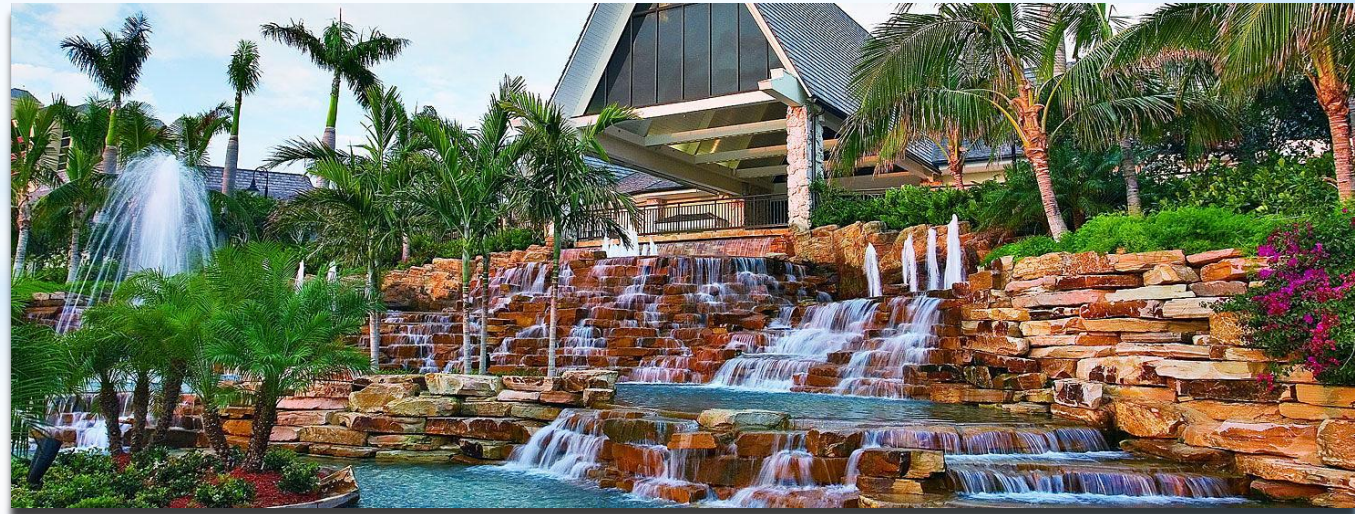


# Marriott International and Water Conservation



Rich Lutz

Director of Engineering

Marco Island Marriott Beach Resort Golf Club & Spa

# Inspiring Associates and Guests

Environmental Awareness month: Marriott Associates communicate their environmental commitment, raising awareness and volunteering in local clean-up projects through Spirit to Preserve committees

- Our brand-specific linen and towel re-use policies give guests the opportunity to join in our water and energy conservation efforts.
- Our event managers are required to complete a certification in “green meetings” and more than 1,000 associates are currently certified

## DID YOU KNOW?

Marriott associates and guests around the globe support Earth Hour by **turning off all non-essential lighting** each year in March.



**MARRIOTT**  
**SPIRIT TO**  
**PRESERVE<sup>SM</sup>**

# Collaborating with Suppliers

- Team up with vendors to provide price-neutral products that conserve energy, reduce and divert waste and are comprised of more sustainable materials
- Founding member of the Hospitality Sustainable Purchasing Consortium (HSPC)

## **DID YOU KNOW?**

We are directing suppliers to  
**use only cage-free eggs**  
and liquid egg products by 2015.

## **Focus on Vendors to source:**

Low-energy light bulbs

Low flow shower heads

“room-ready” towels

Recycled key cards and pens

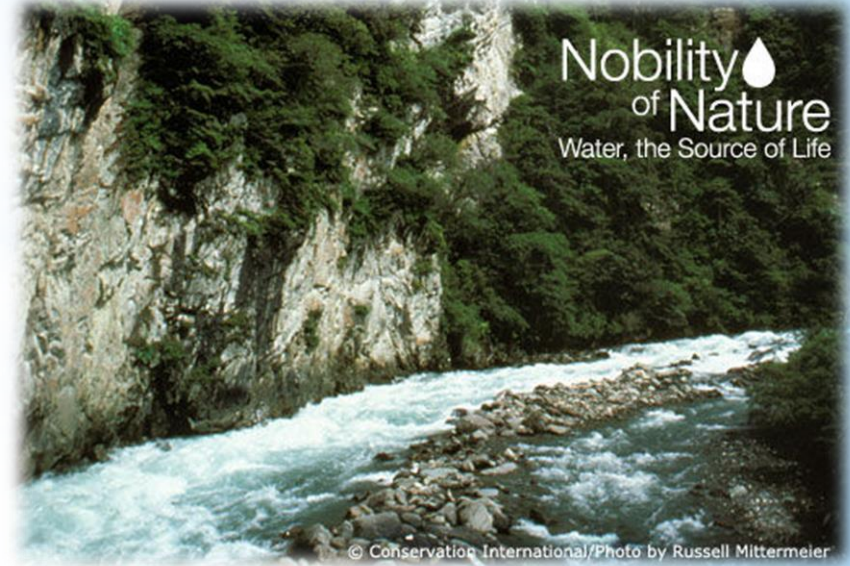
Biodegradable laundry bags

# Supporting Global Conservation

Marriott has contributed more than \$2 million to the Amazonas Sustainable Foundation (FAS) and raised nearly \$300,000

Marriott works with Conservation International to protect the headwaters of Asia's Water Tower

Assist rural Chinese communities with building sustainable businesses that put less stress on the environment



# The Juma Project

In 2008, Marriott signed an agreement to partner with the Government of Amazonas in Brazil and the Amazonas Sustainable Foundation (FAS) to protect and preserve 1.4 million acres of endangered rainforest



Through Marriott's help, residents receive training and infrastructure to pursue sustainable livelihoods, such as Brazil nut and fruit tree harvesting and chicken farming

# Nobility of Nature Project

Marriott's "Nobility of Nature" program works with Conservation International to protect the source of fresh water in Asia for more than 2 billion people, the Asian Water Towers



Designed to assist rural communities in Sichuan Province, China with sustainable businesses, such as mushroom farming and honey production

The intended effect of the project is to reduce erosion and sedimentation of the river banks

# Marriott's Commitments

## OUR ENVIRONMENTAL GOALS

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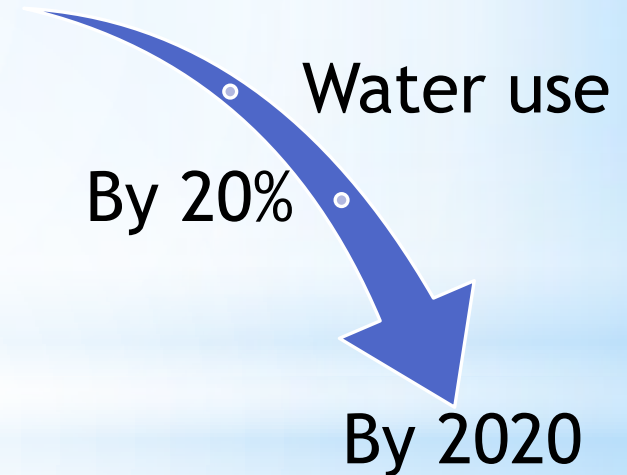
- Further reduce energy and water consumption 20% by 2020 (Energy 20 percent per kWh/conditioned m<sup>2</sup>; Water 20 percent per occupied room (POR). Baseline: 2007);
- Empower our hotel development partners to build green hotels;
- Green our multi-billion dollar supply chain;
- Educate and inspire associates and guests to conserve and preserve;
- Address environmental challenges through innovative conservation initiatives including rainforest protection and water conservation.



# Marriott's Focus on 20 x 20

- A strategic and focused effort to reduce water and energy consumption at Marriott Properties.
- In 2011, Marriott's America's properties spent a combined total of \$72MM in water and sewer which surpassed natural gas in annual expense.

Reduce



**Fun Fact:** A 2.5% water usage reduction in 2013 amounts to approximately \$2MM in operating cost savings, amounting to an annual average savings of \$5,600/full service property.

# Developing Green Hotels

## DID YOU KNOW?

In 2005, Marriott became the **first major hotel company** in the U.S. to design & construct a LEED-certified hotel.

Working in partnership with the U.S. Green Building Council (USGBC) for Leadership in Energy and Environmental Design (LEED®) and the Green Building Certification Institute (GBCI), Marriott is empowering our hotel development partners to build green hotels.

Marriott has 106 LEED-registered hotels, and 31 LEED-certified hotels.

In 2011, we developed the first LEED Volume Program (LVP) to provide a streamlined path to certification for the hospitality industry through a green hotel prototype.

The LEED Volume Program that Marriott offers can save our owners 25 percent in energy and water consumption for the life of their buildings and should recover their initial investment in two-to-six years.



Atlanta Airport Marriott Gateway  
LEED Silver

# Green Hotels Global

Green Hotels Global™ is an online source of information on the environmental performance of hotels worldwide

A tool used by Marriott International to track properties' water usage and carbon footprints

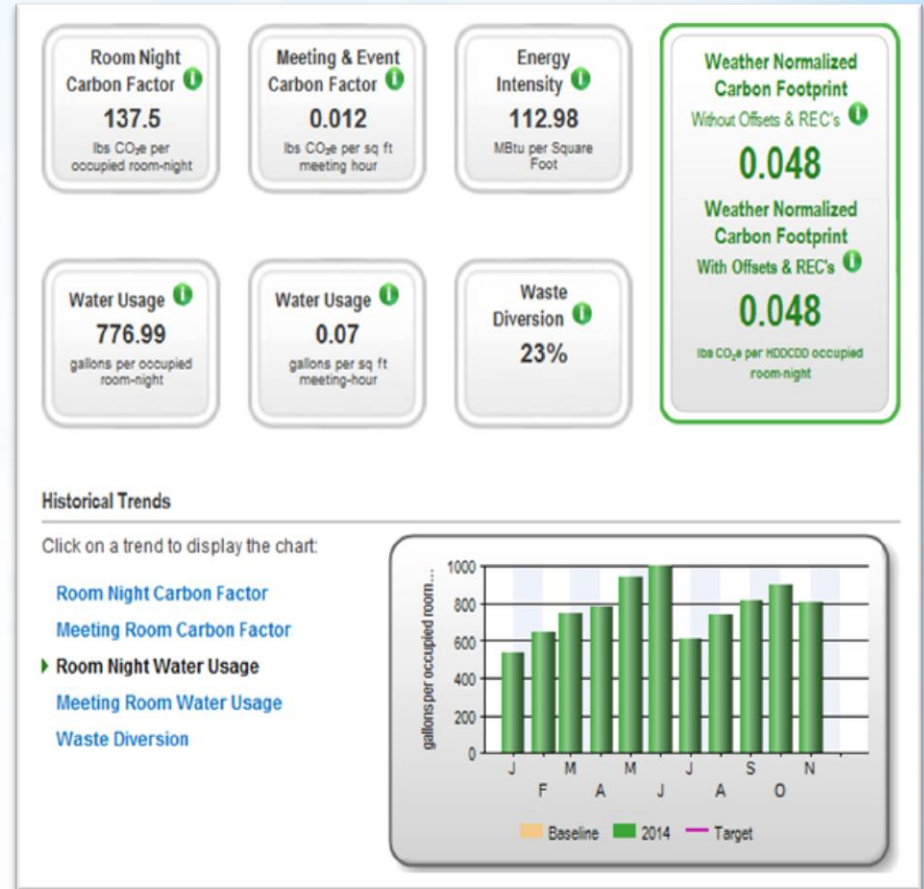


Photo Source: Green Hotels Global™

# Energy Reduction Tools



Energy and Water Consumption tracking through ECOVA



Internal Training portal with modules focused on conservation



The Americas Energy Group Energy Toolkit

Teamshare site hosted by the Energy team in the Americas with many tools and resources



A specific tool to assist in executing a building assessment and creating an action plan

# ECOVA Utility Tracking

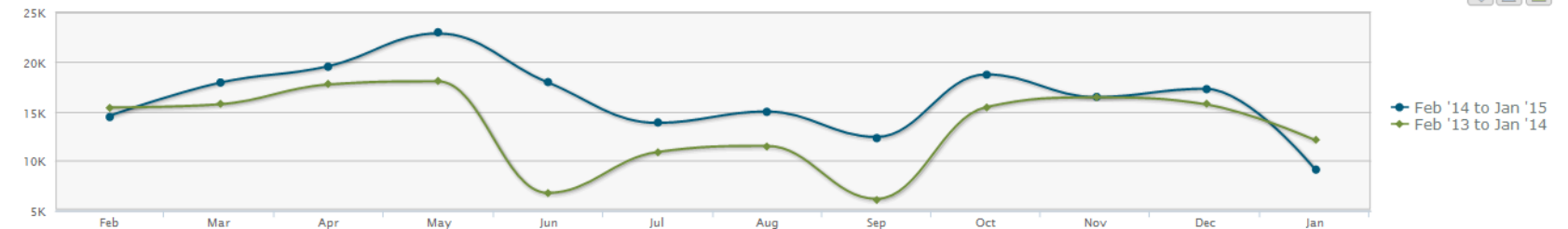
- ECOVA is a service provider for expense and data management
- Provides online access to all utility bills and expenses
- Ability to compare energy usage for all Marriott International properties
- Customizable and Interactive Charts

33747-MARCO ISLAND MARRIOTT RESORT - 33747 (ACTIVE)

Location Notes (0)

## USAGE OVER TIME

Service Type: Water (kGal)\*



\*Actual data

Service Type:

Water (kGal)



Reload Chart

# 2015 Get Inside the Box Game



## Energy Intensity

Meeting or exceeding goal  
System-Tracked  
(5 points per month)

## Signature Project

25 points if complete by 5/31/2015  
20 points if complete by 8/31/2015  
15 points if complete by 11/30/2015  
System-Tracked



*Environmental  
Stewardship*

## Chilled Water Diagnostic

Chilled Water Diagnostic Completed or  
alternative task for properties w/o chillers  
Complete by 8/25/2015  
(25 points)

## GHG/TA

## Green Leaders Program

Update GHG Data – 4/25/2015  
(15 points)

## TripAdvisor Green Leader Level

Achieve TripAdvisor Bronze level - 10 points  
Achieve TripAdvisor Silver level - 5 more  
points

A Marriott International initiative to reduce energy costs, promote conservation, and reduce water usage

All properties will be required to complete an irrigation audit tool which will improve water efficiency

Located on Marco Island, Florida

726 Guest Rooms

1.13 million sq. feet of Conditioned Space

225,000 sq. feet of Meeting Space

Florida Green Lodging Designated Property

# Our Resort



# Terry Reuse and Recycling

**WHERE  
COMMITMENT  
MEETS  
CONSERVATION**

**RECYCLING**  
A recycling receptacle is located in your guest room.

**SMOKE-FREE**  
We are committed to a smoke-free policy.\*

**BED LINENS**  
Conserve resources. Our practice is to refresh bed linens every third day, but we will change them as often as you wish.

**PRESERVATION**  
Visit [Marriott.com/spirittopreserve](http://Marriott.com/spirittopreserve) to learn more about Marriott International's preservation efforts in and beyond our hotels.

**TOWELS**  
Save water. We are happy to replace your towels daily, but should you wish to help us conserve resources, please hang your towels.

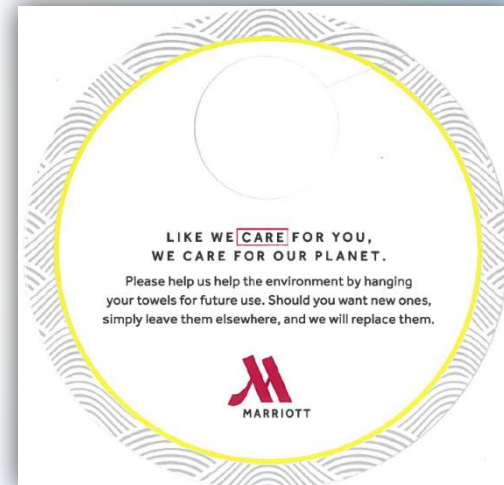


\*A \$250 room recovery fee will be charged for smoking in your guest room.

Brand Voice Sustainability Card explains Marriott International's environmental practices, including linen and terry reuse, recycling, and other efforts.

- Brand Standard Linen Reuse Program implemented in October 2012
- Documented training and job aids for employees on implementation and adherence to program

Linen Reuse Hanger communicates the terry reuse program to the guest



# Water Savings in the Guestroom



Photo Source: © 2015 FLUSHMATE®

The *FLUSHMATE*® Pressure-Assist system harnesses the pressure from the water supply line to provide the energy needed to complete the flush

*FLUSHMATE*® III uses less than 1.6 gallons (6 liters) per flush without sacrificing performance (saves up to 20% more water than conventional technologies).

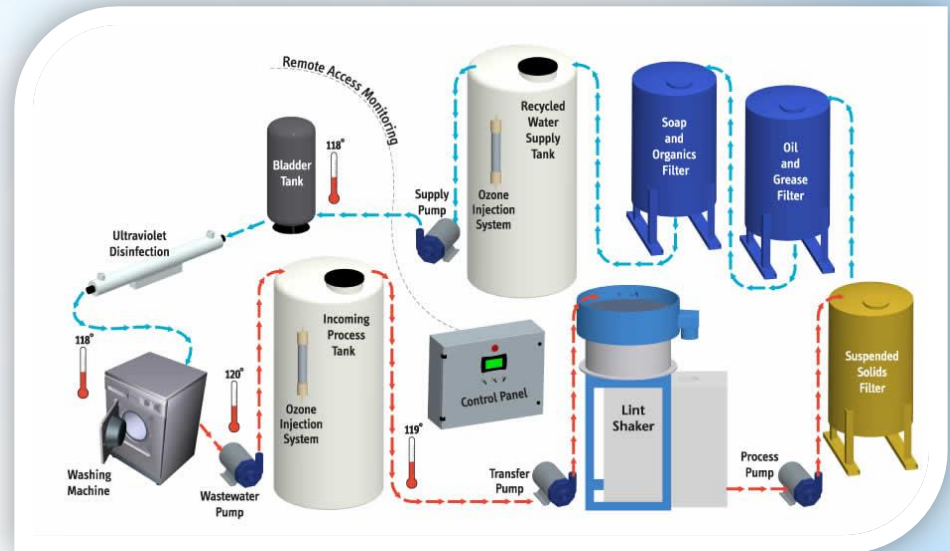


Photo Source: © 2015 FLUSHMATE®

*FLUSHMATE*®-equipped water closets eliminate the need to double flush because the trapway design has fewer bends.

Installed in 2012, has saved 23 million gallons of water and \$366,000 in energy and water costs

- \* The process includes a lint shaker, sand filter, carbon filter, a UV light bank, and chemical treatment
- \* Delivers major savings on laundry energy use and water by capturing and filtering the wash water
- \* Capable of returning 60-70% of the water used during the wash process



Aqua Recycle Treatment Process

Photo Source: Aqua Recycle®

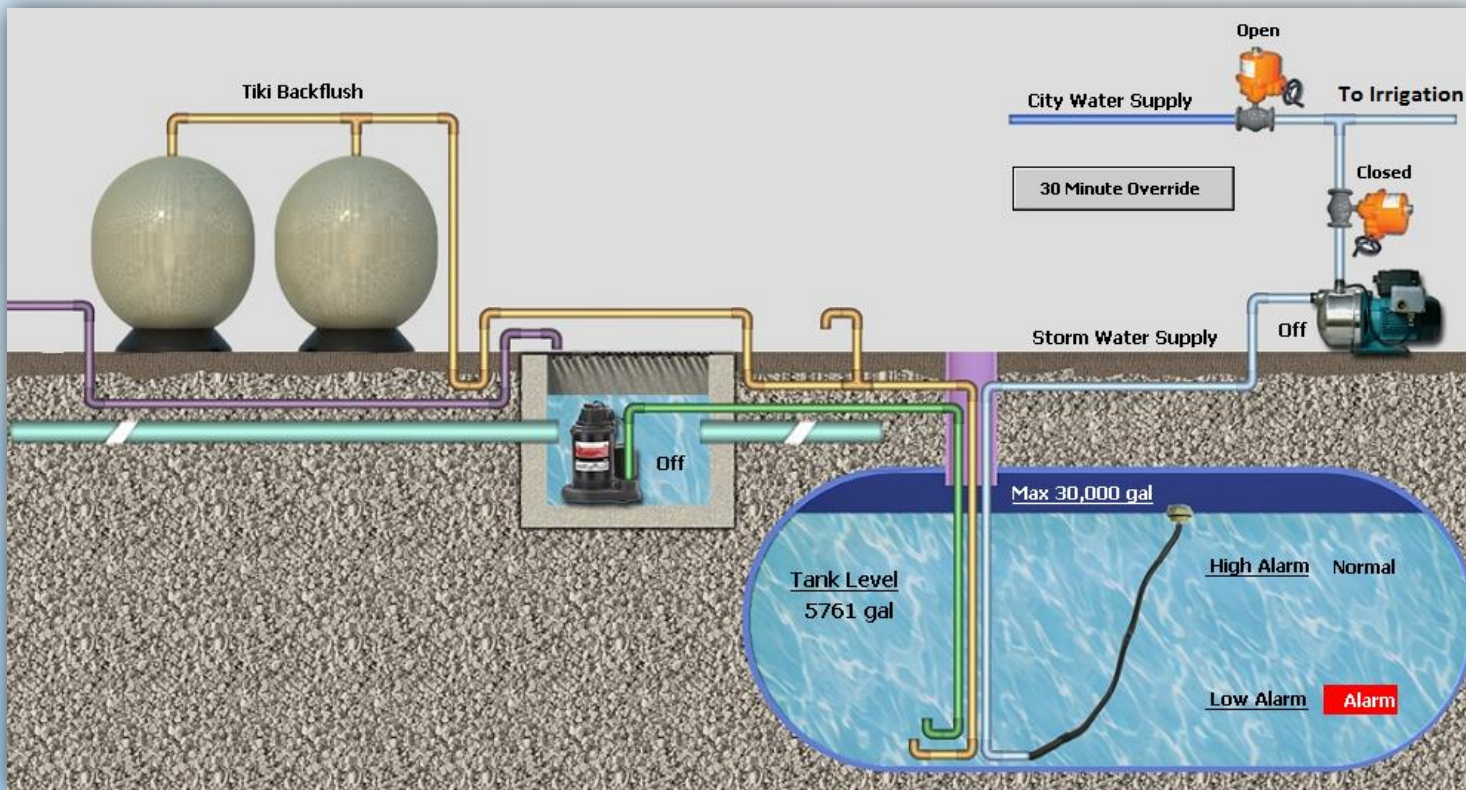


G.A. Braun Batch Tunnel Washer  
Photo Source: © G.A. Braun, Inc.

# Laundry Plant Water Recycling Process

# Local Project: Storm Water Recovery

- Peak pool season takes place March through April
- Each backwash lasts 5-7 minutes and flows approx. 3,000 gals / filter
- Along with rainwater, the backwash water is stored in a 30,000 gal tank to be used for irrigation



Storm Water Recovery Overview

# Question and Answer

